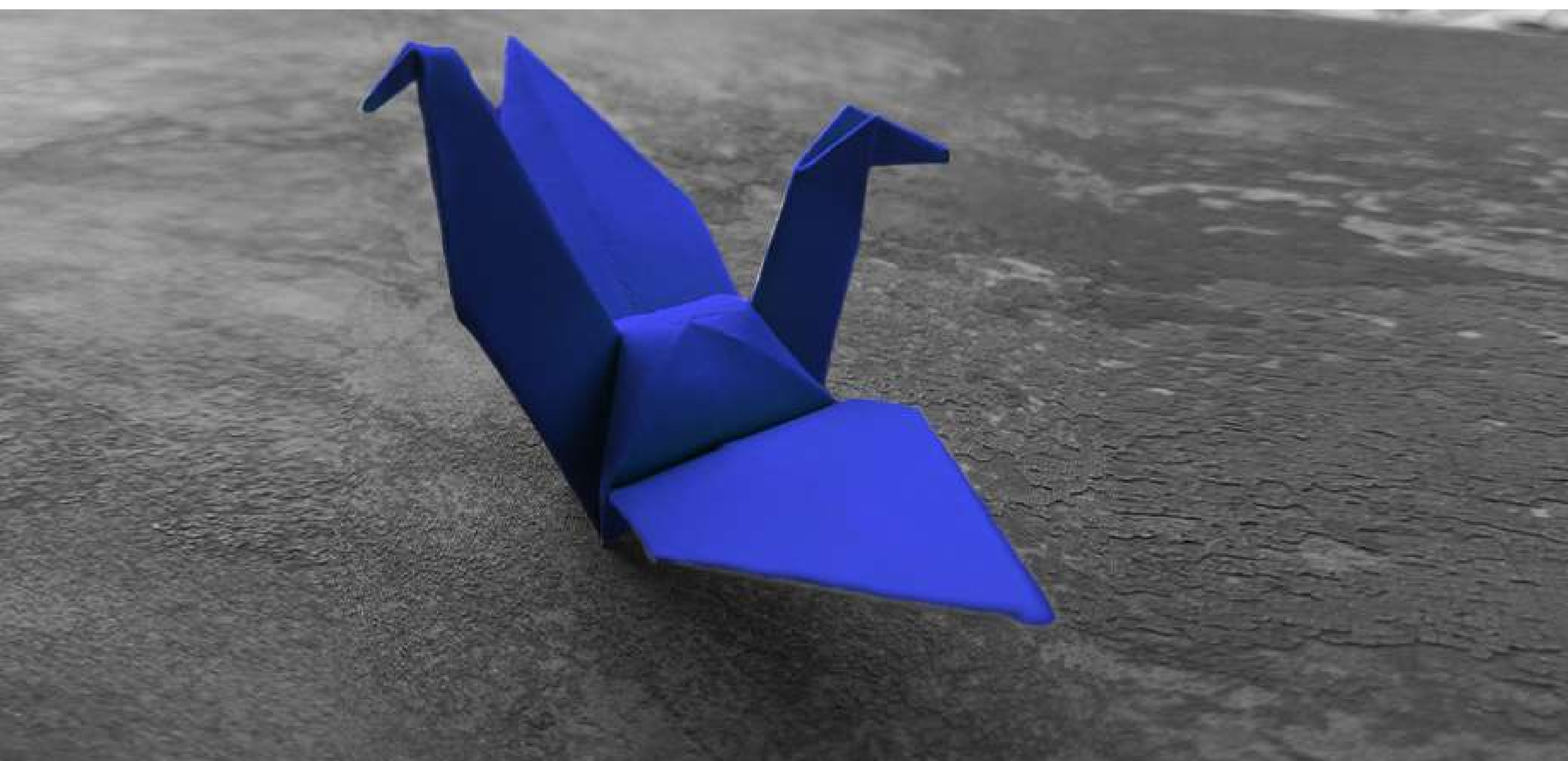


Native

Migrations

Jan - Dec 2023



India Talent Summary
Banking and Markets

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Migrations

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1. Corporate Banking

Talent Movements Summary

85%

Moves in Relationship
Management

32%

Hires within
Domestic Banks

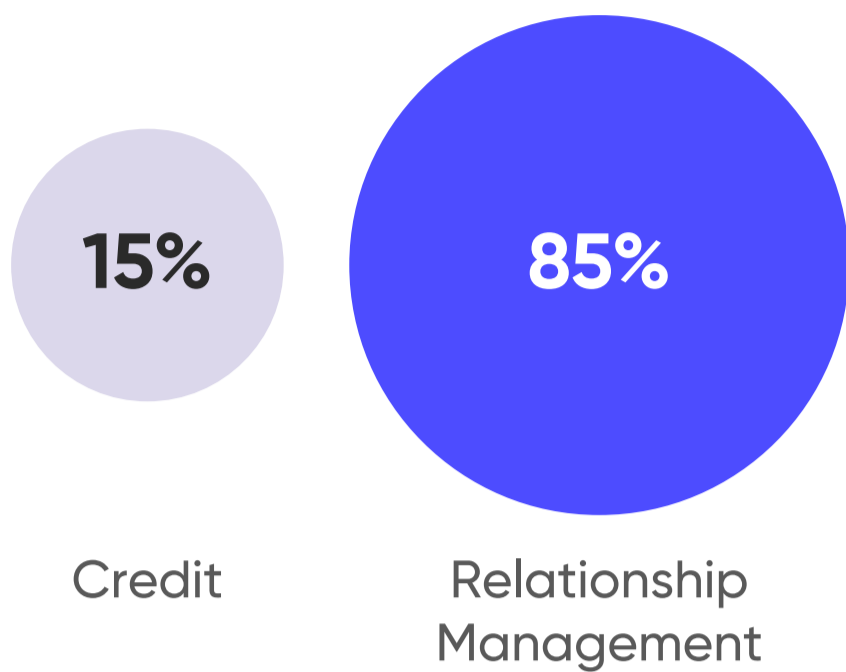
40%

Hires at D/ED levels
vs 52% in 2022

37%

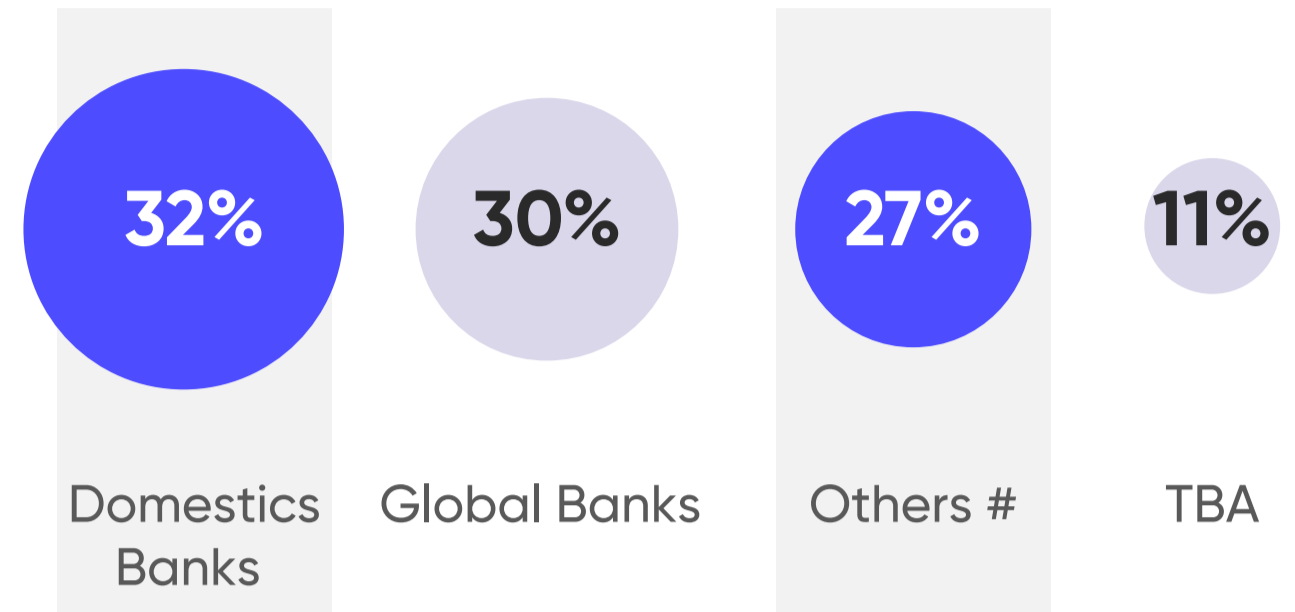
Moves in LLC vs
47% in 2022

Functional Split

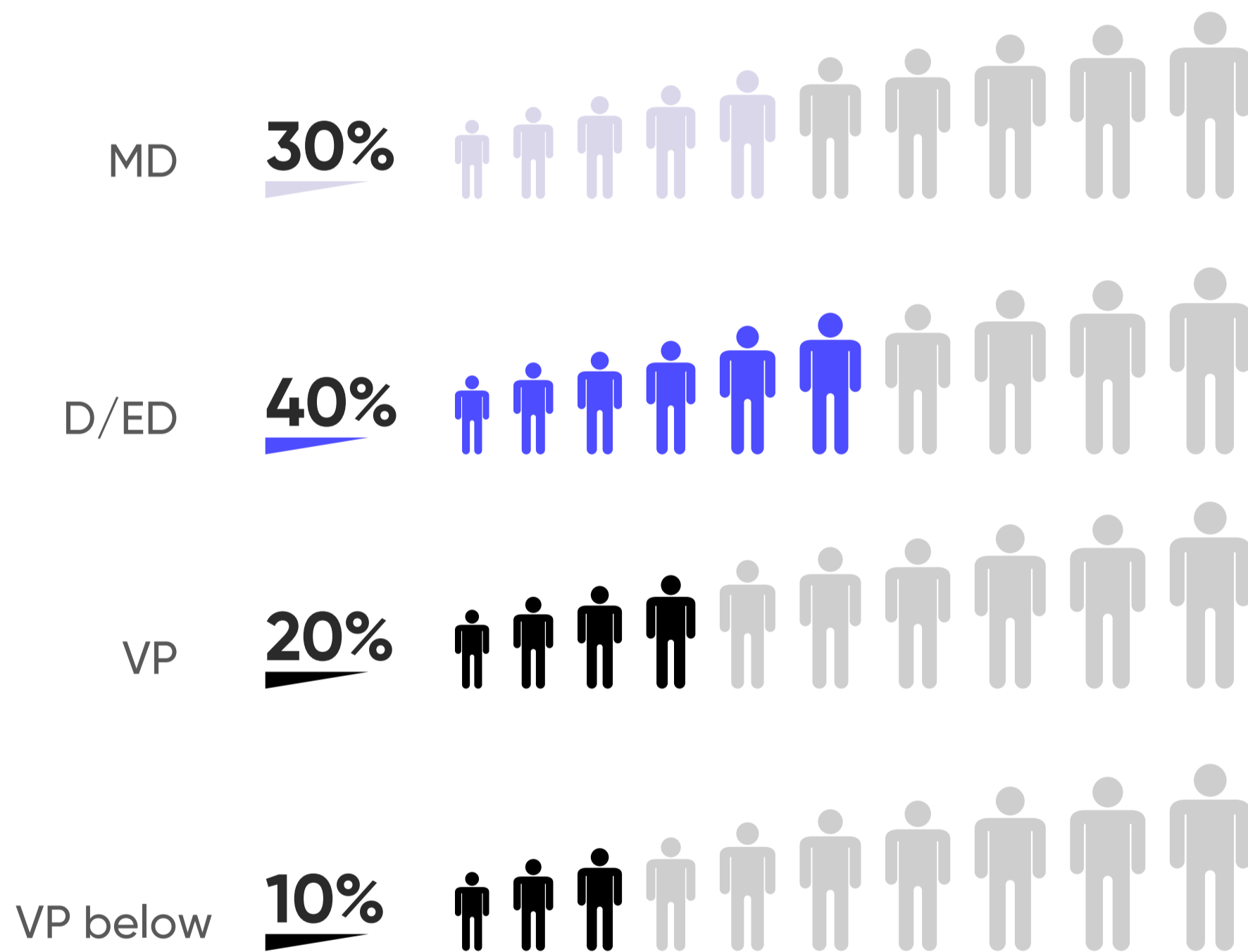


Hiring Split

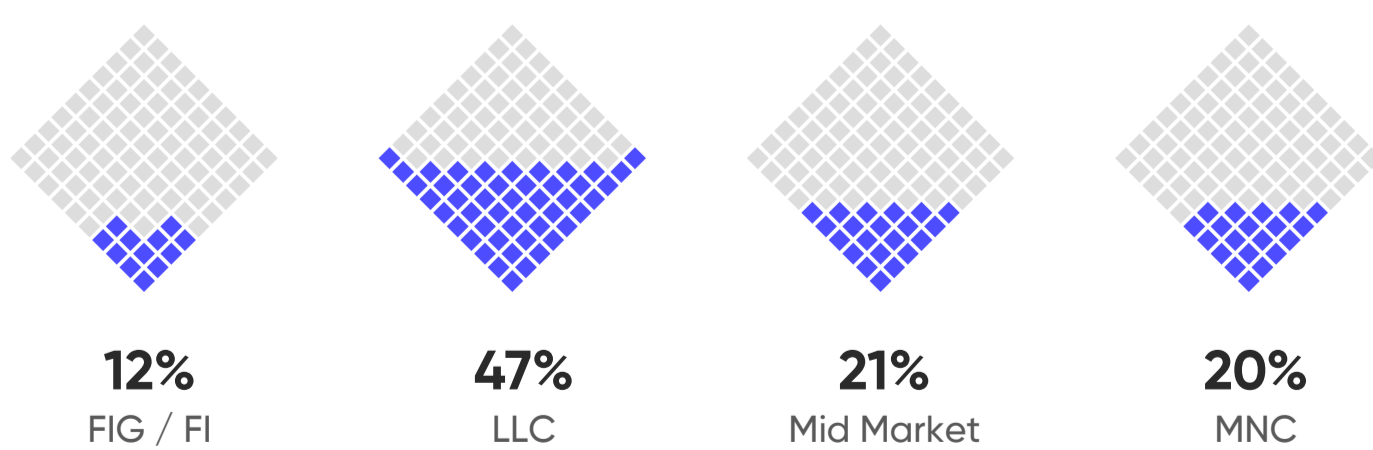
Fintech, NBFCs, Corporates etc.



Level wise Movements



Segment Wise Movements



Top Hiring Banks



Key Movements **Within Banking**

Jan-Dec 2023

DBS Bank

Rajat Verma - MD, Country Head
(HSBC)

DBS Bank

Rajiv Bagga - India Head -
Government Business
(IndusInd Bank)

DBS Bank

Abhishek Golchha -
ED and Head Midcap
(Citibank)

HDFC Bank

Tushar Vikram - Head - IB
(Citibank)

HSBC

Ramaswamy Meyappan -
Chief Risk Officer
(IndusInd Bank)

HDFC Bank

Sanjay Agarwal -
Head DCM
(Bank of America)

Indusind Bank

Danesh Chothia -
Head Financial
Sponsors Group
(InMobi)

Indusind Bank

Usha Bairagi - EVP & Zonal
Head West - GCIB
(Standard Chartered Bank)

JP Morgan

Commercial Bank

Vaibhav Sharma -
Head International Banking, India
(BNP Paribas Bank)

SMBC

Sandeep Chopra -
Head - Corporate Coverage, India
(DBS)

Standard Chartered Bank

Prakash MN - ED - Commercial Banking
(Xoxoday)

TBA

Sidharth Rath - TBA
(SBM Bank)

Union Bank of India

Ashwini Kumar Choudhary -
Chief Risk Officer
(TATA Cleantech Capital)

Yes Bank

Manish Jain -
Head - Corporate Banking
(Standard Chartered Bank)

Yes Bank

Tushar Patankar -
Chief Risk Officer
(L&T Financial Services)

Key Movements **Outside Banking**

ARCIL

Sumit Manchanda - Chief Risk Officer
(DCB Bank)

VentureSoul Partners

Anurag Tripathi - Co-Founder
(HSBC)

VentureSoul Partners

Kunal Wadhwa -
Co-Founder
(HSBC)

VentureSoul Partners

Ashish Gala - Co-Founder
(HSBC)

2. Transaction Banking

Talent Movements Summary

49%

Hire in Global Transaction Banking vs 94% in 2022

62%

Hires at senior level vs 70% in 2022

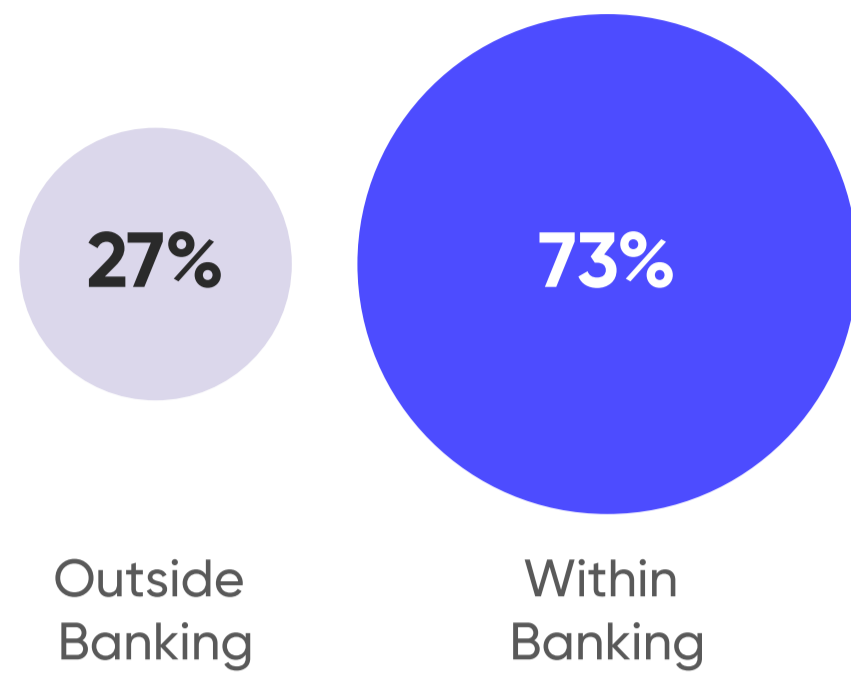
70%

Moves in corporate sales vs 83% in 2022

27%

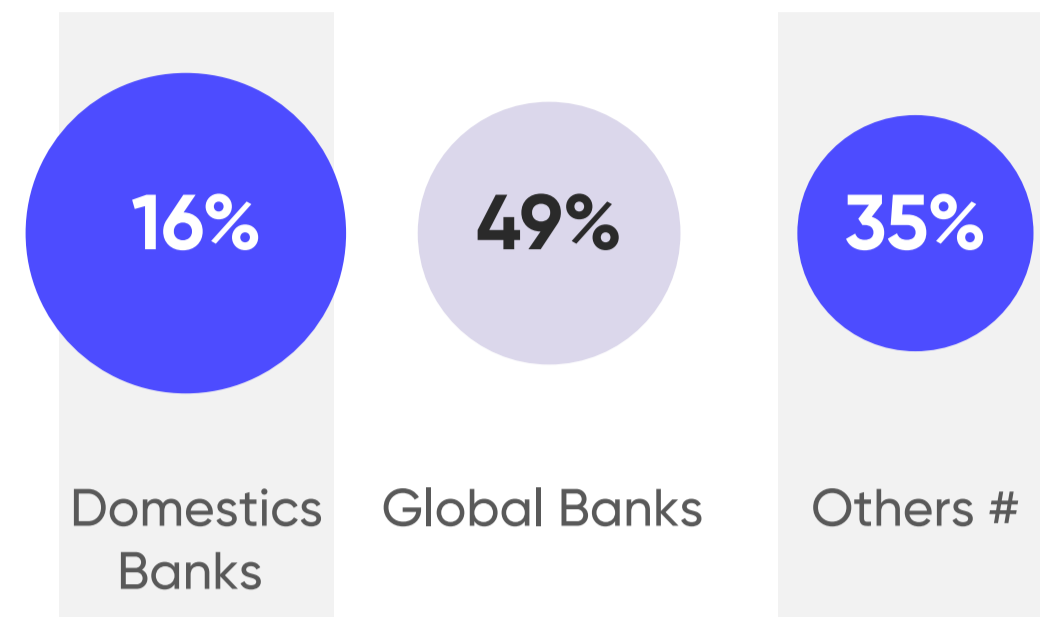
Moves outside Transaction Banking

Functional Split

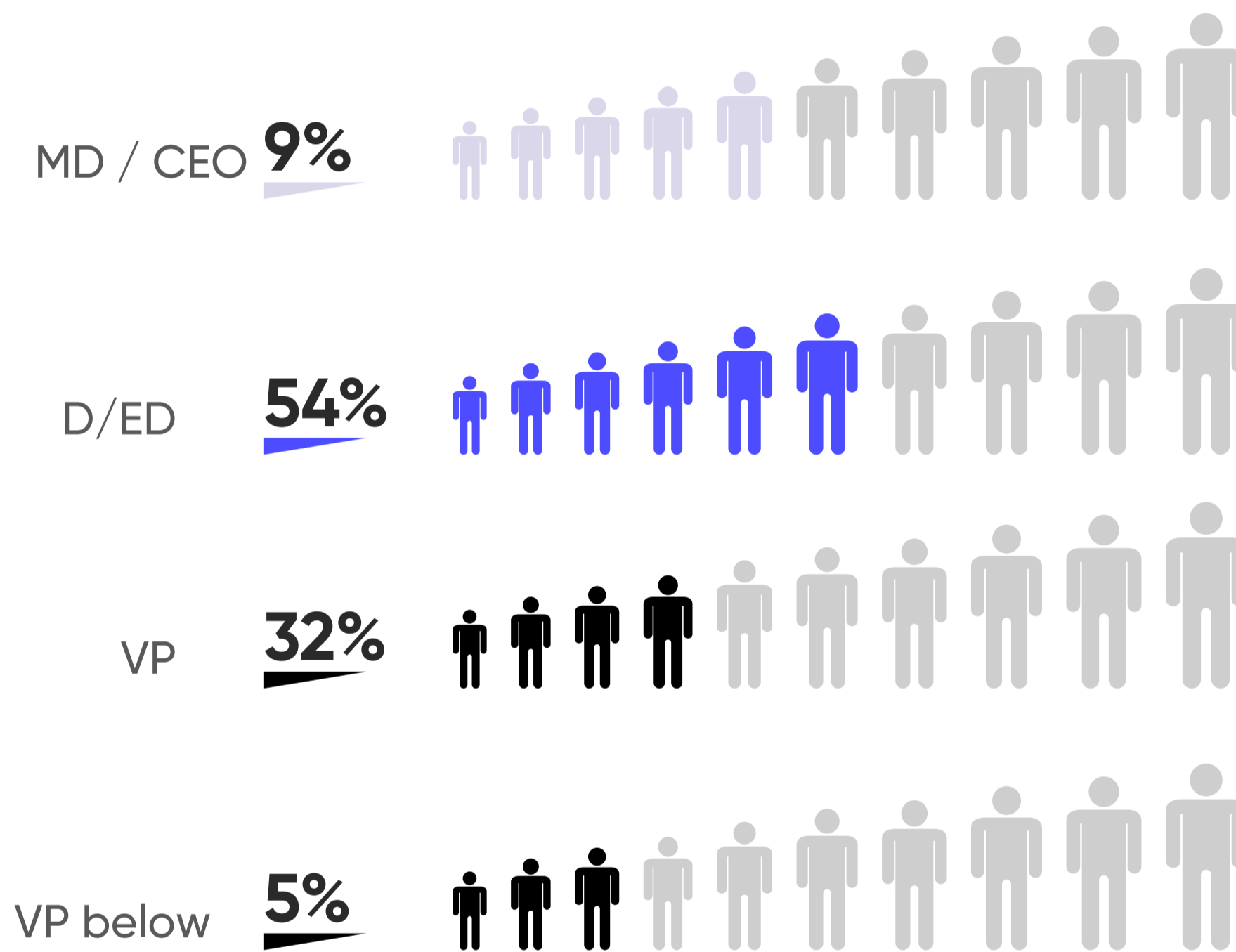


Sr. Hiring Momentum

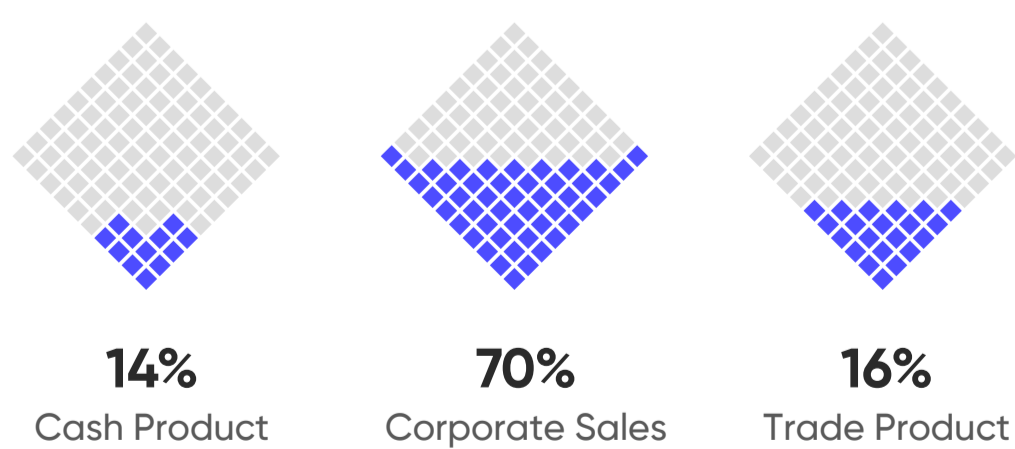
Fintech, NBFCs, Corporates etc.



Level wise Movements



Segment Wise Movements



Top Hiring Banks



Abu Dhabi Commercial Bank

Narendra Juriasinghani -
Senior Product Manager - Trade
(JP Morgan Chase Bank)

Barclays

Sagar Naik - Head -
Cash Management, India
(JP Morgan Chase Bank)

JP Morgan Chase Bank

Subhasree Chatterjee - VP - Payments
(Bank of America)

Mashreq Bank

Vidyasagar Hariharan - Vice President
- GTB Trade Product Manager
(Axis Bank)

Axis Bank

Karthik Natarajan - SVP & Head
Trade & Supply Chain - FI
(Brickwork Ratings)

Deutsche Bank

Amit Sehdev - Director and Regional
Head - North & East India,
Trade Finance & Lending
(Citibank)

JP Morgan Chase Bank

Ankit Jajodia - ED & Head -
Trade & Working Capital India,
South Asia & Emerging ASEAN
(Citibank)

U.S. Bank

Rahul Bhargava -
EVP & Chief Product Officer, Payments
(Ex- Incred Financial Services)

Axis Bank

Sumit Khaneja -
SVP & Head - Client Management,
Wholesale Bank Product
(Actyv.ai)

Indian Bank

Saurabh Dalmia -
Head - Cash Management
& Supply Chain Finance
(Bank of Baroda)

JP Morgan Chase Bank

Denzil Fernandes -
Trade & SCF Product lead - India
(Axis Bank)

Yes Bank

Prithvi Chachra -
Vertical Head - Domestic
Trade & Supply Chain Finance Products
(Athva India)

Key Movements **Outside Banking**

Air India

Akshat Mathur -
Transformation Team Head
(Standard Chartered Bank)

Arthmate

Jaspreet Singh Kanwal -
Head - Supply Chain Finance
(Axis Bank)

Entrepreneurship

Ajitabh Bharti -
Founder
(Barclays Bank)

Jio Financial Services

Hitesh Sethia - President & CEO
(McLaren Strategic Ventures, Germany)

Olea

Shobha Iyer -
Director - Commercial
(RBL Bank)

Praxia

Kunal Varma -
Co - Founder & CFO
(CashFlo)

3. Wholesale Credit & Global Markets

Talent Movements Summary

47%

moves in Banks

27%

moves in DCM/Structured
Finance Function vs
23% in 2022

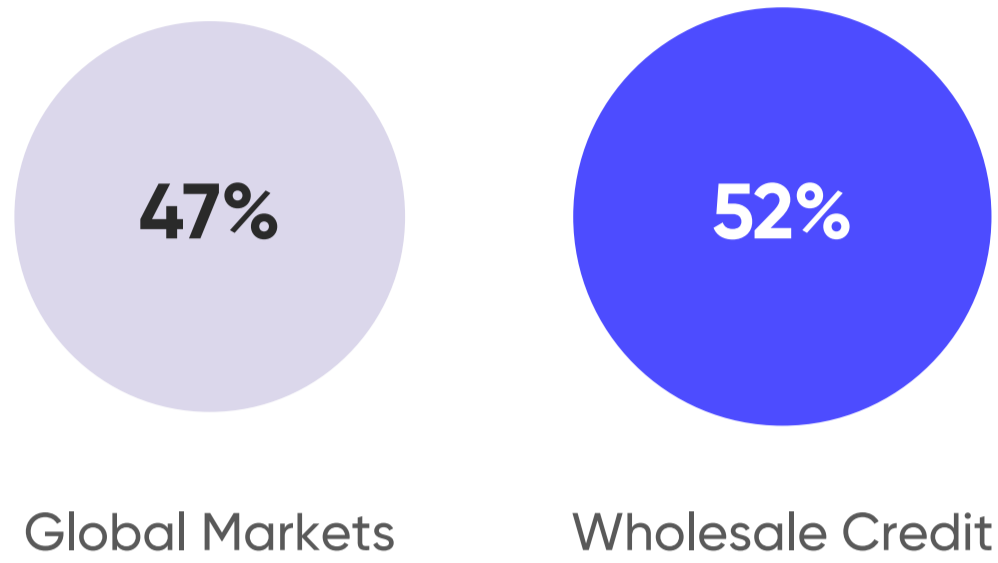
53%

hires in NBFC vs
52% in 2022

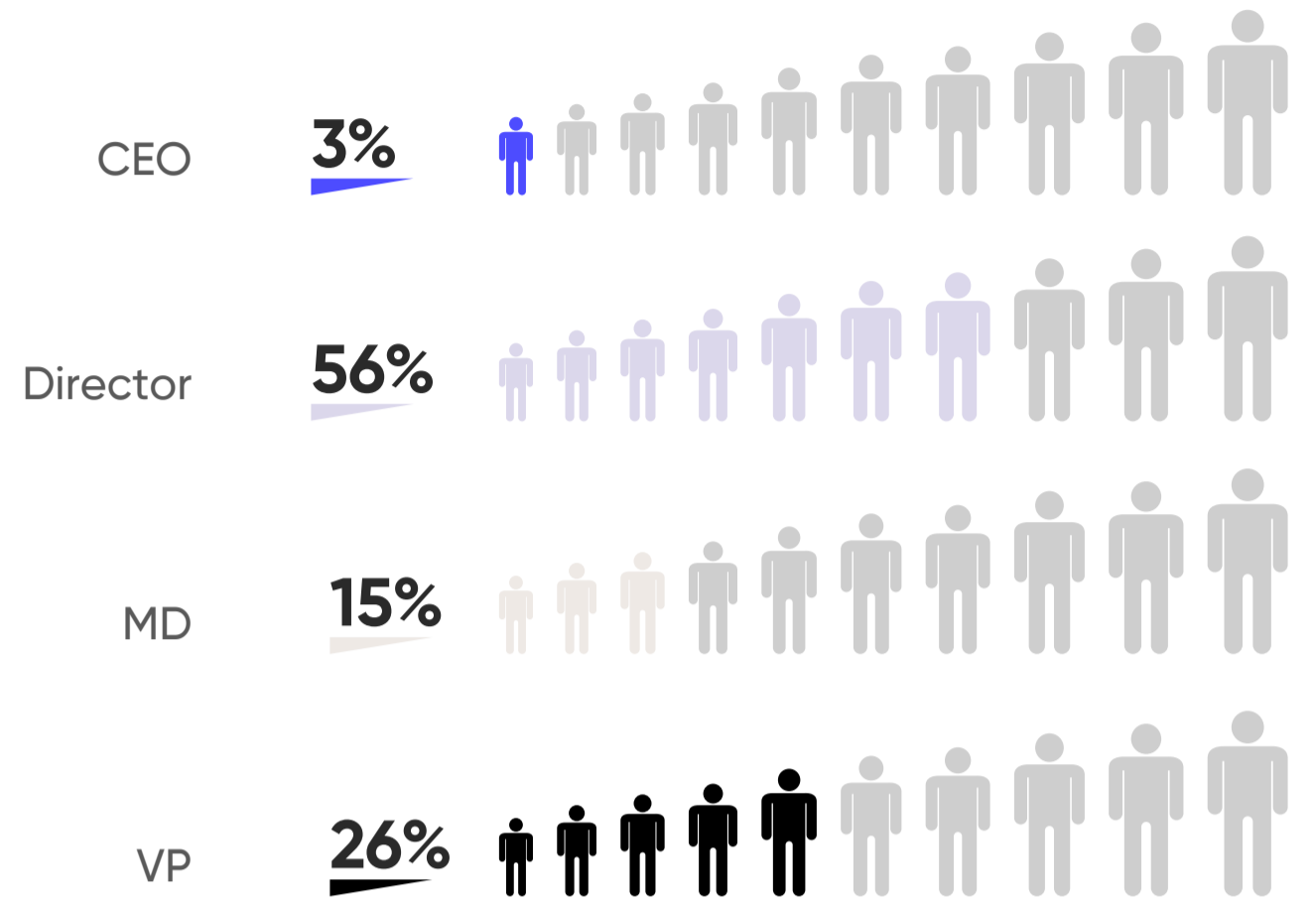
48%

hires at a Senior level
vs 38% in 2022

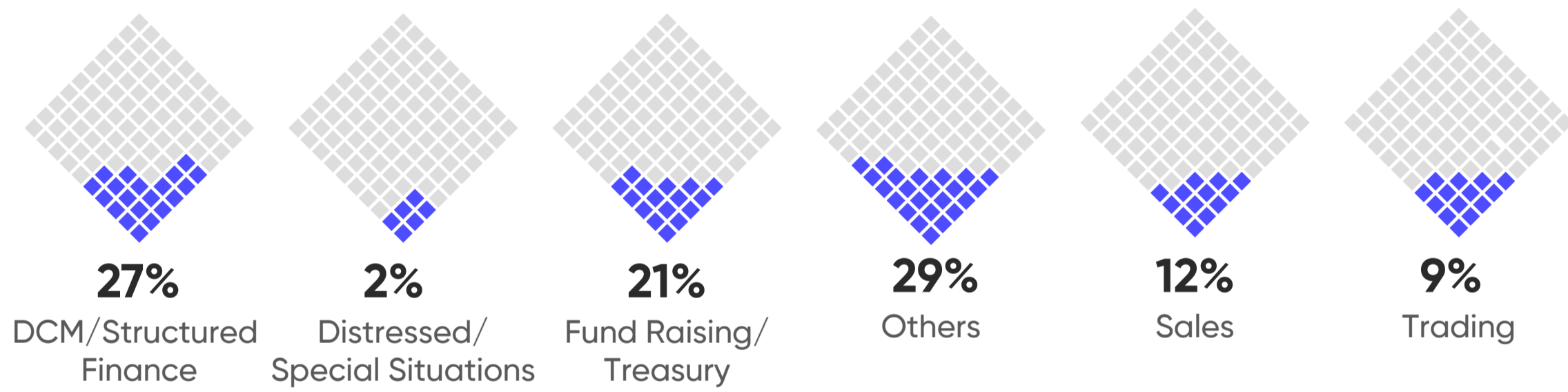
Segment Split



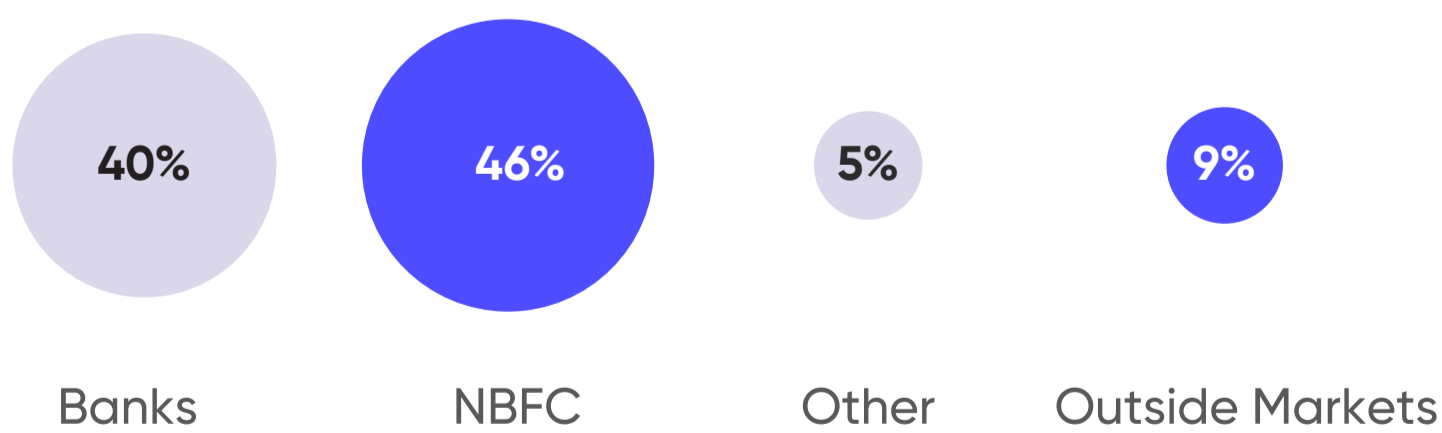
Level wise Movements



Functional Split



Hiring Split



Top Hiring Banks



ARCIL

Sumit Manchanda -
CRO
(DCB Bank)

Arnya Real Estates Fund Advisors

Sharad Mittal - Founder & CEO
(Motilal Oswal Real Estate)

Aseem Infrastructure

Nisheeth Khare -
Chief Business Officer
(Continuum Green Energy)

ASK Asset & Wealth Management

Jay Mehta -
Managing Partner
(Deutsche Bank)

ASK Asset & Wealth Management

Ashwin Narang -
Managing Partner
(Nomura)

Athum Investment and Infrastructure

Akash Suri -
Group Chief Executive Officer
(J C Flower Asset
Reconstruction Company)

Bandhan Bank

Deepak Agarwal
Head - FX Trading
(SBM Bank (India))

Citibank

Roshni Shroff -
Country Treasurer
(DBS Bank)

Dhanlaxmi Bank

Arvind K -
Head - Treasury
(Bandhan Bank)

Edelweiss Alternative Asset Advisors

Priyam Kedia - Head -
Alternative Credit
(Kotak Mahindra Investment)

HPCL-Mittal Energy

Ruchi Mittal -
Joint Treasurer
(DBS Bank)

InCred Capital

Prateek Indwar -
Managing Director and
Head Capital Markets
(IndusInd Bank)

Jio Financial Services

Veekesh Gandhi -
Head of Treasury
(Indiabulls Housing Finance)

JM Financial Asset Reconstruction Company

Srinivasan V -
CEO
(Standard Chartered Bank)

Kotak Mahindra Bank

Sumit Gupta -
Senior EVP - DCM
(Deutsche Bank)

Mashreq Bank

Leelanand Kodaganti -
Head Treasury
(South Indian Bank)

Mizuho

Kaustav Ganguly -
Senior Director and
Sales Head, India Treasury
(Wakao Entertainment)

Nomura

Ujjwal Kumar -
Managing Director, Head
Fixed Income India
(Credit Suisse)

Nomura

Devashish Roy -
Executive Director
(Credit Suisse)

Phoenix ARC

Aditya Gupta -
EVP & Head Acquisition
(Asset Care &
Reconstruction Enterprise)

Piramal Capital

Vikash Anand -
Principal
(Kotak Mahindra Investments)

Financial Services **Natives**



Arihant Barmecha
Associate Director
Private Equity



Ayesha D'Souza
Managing Partner



Bhavik Doshi
Associate Director
Consumer Lending & Insurance



Karan Dalal
Associate
Director
Private Equity



Mansi Kanade
Associate Director
Asset Management



Ruchi Thakkar
Director
Capital Markets &
Asset Management



Shujat Ali
Director
Wealth Management



Shuvharshika Mishra
Partner



Sonali Puri
Managing Partner



Shalinee Udmale
Director
Technology, Offshoring & Analytics



Vinal Vikamshi
Director
Corporate Functions

The Power of Informed Intuition

nativeworld.com

Mumbai

Awfis, Adani Inspire,
3rd Floor, Unit No.4,
Bandra Kuria Complex,
Bandra East, Mumbai 400 051

Gurgaon

332, 3rd Floor Altrade Business
Centre, Platina Building, MG Road
Near Sikanderpur Metro Station
Gurugram, Haryana – 122002

Bangalore

Indiqube Park, HAL Old Airport
Road Domlur 1 Stage, 1st Stage,
Domlur Bengaluru, Karnataka
560071